

Message Text

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21

ACTION EB-07

INFO OCT-01 EUR-12 ISO-00 CAB-02 CIAE-00 DODE-00 DOTE-00

INR-07 NSAE-00 FAA-00 SS-15 NSC-05 L-03 OES-03 /055 W

----- 023258

R 022325Z JUN 75

FM AMEMBASSY MOSCOW

TO SECSTATE WASHDC 751

INFO USDOC WASHDC

AMEMBASSY PARIS

AMEMBASSY STOCKHOLM

LIMITED OFFICIAL USE MOSCOW 7561

USDOC FOR BEWT/DOWNEY

PARIS FOR AIR ATTACHE

PASS FAA FOR MIELE

E.O. 11652: NA

TAGS: EAIR, EEWT, ETRD, ETRN, US, US

SUBJ: SPERRY REP HOLDS FURTHER TALKS WITH SOVIETS ON ATC SYSTEM

REF: MOSCOW 6821

1. ROM SLIMAK, SPERRY UNIVAC GENERAL MANAGER, BRIEFED COMMERCIAL ATTACHE MAY 30 ON TALKS HE HAD MAY 28-30 AT MINISTRY CIVIL AVIATION, STATE COMMITTEE FOR SCIENCE AND TECHNOLOGY, AND ELEKTRONORGTEKHNIKA REGARDING ATC SYSTEM.

2. AT MINCIVAIR, MRS. ANODINA EXPRESSED APPRECIATION FOR THE COCHRAN-BUGAYEV LETTER (STATE 121688) CLARIFYING FAA WILLINGNESS TO ASSIST IN SOFTWARE. SLIMAK USED OCCASION TO ASSUAGE ANODINA'S CONCERNS ON THE THREE CONDITIONS FOR THE ARTS-3 LICENSE APPROVAL; ANODINA REPORTEDLY AGREED WITH SLIMAK'S CHARACTERIZATION OF THEM AS "MILD". SHE WAS ALSO PLEASED THAT IN RELATED MATTER AEROFLOT COMPUTER HAD RECEIVED
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FINAL LICENSING/COCOM APPROVAL. ANODINA TOLD SLIMAK THAT

SOVIETS HAVE NOW SET UP "INDEPENDENT COMMISSION" OUTSIDE MINISTRY AND STATE COMMITTEE WHICH WILL EVALUATE SPERRY AND STANSAAB SYSTEMS. WHILE SLIMAK DOES NOT KNOW MEMBERSHIP THIS COMMISSION, HE FULLY EXPECTS IT TO WEIGH-IN HEAVILY FOR SPERRY.

3. ANODINA REFERRED TO DOT TEAM WHICH WILL BE ARRIVING IN MOSCOW JUNE 8 UNDER TRANSPORTATION AGREEMENT (SEE STATE 121618) AND TOLD SLIMAK THAT SHE HAD WRITTEN TO DR. ALFONSE MIELE (DEPUTY ASST ADMINISTRATOR FOR INT'L AVIATION AFFAIRS) INVITING HIM TO JOIN DELEGATION. SLIMAK BELIEVES THAT MIELE, WHO IS BOTH FULLY BRIEFED ON ARTS-3 NEGOTIATIONS WITH SOVIETS AND WELL AND FAVORABLE KNOWN TO ANODINA, WOULD BE IN POSITION TO PROVIDE TIMELY SUPPORT FOR SOVIET PURCHASE OF US SYSTEM BY MAKING VERY CLEAR DRAWBACKS OF STANSAAB CONTRACT.

4. SLIMAK ALSO INDICATED THAT SPERRY WILL TRY TO SET UP MEETING IN PARIS WITH MINISTER BUGAYEV, WHO DEPARTED MOSCOW FOR PARIS AIR SHOW MAY 29. SPERRY HAS NEVER SUCCEEDED IN PRESENTING CASE TO HIM DIRECTLY.

5. SLIMAK BELIEVES SOVIETS WILL NOT OPT FOR STANSAAB FOR FEAR OF CONSEQUENCES OF GOING WITH AN UNTRIED PACKAGE. ACCORDING TO SLIMAK, STANSAAB HAS NOT BE LOCATED SUPPLIER FOR RADARS, AND THEY PLAN TO MANUFACTURE THEIR OWN DIGITIZERS, DESPITE LACK OF EXPERIENCE IN THIS AREA. SLIMAK HAS TOLD OFFICIALS OF MINISTRY, STATE COMMITTEE AND ELEKTRONORGTEKHNIKA THAT UNLESS SOVIETS RESUME SERIOUS COMMERCIAL DISCUSSIONS WITH SPERRY WITHIN 30 DAYS SPERRY WILL HAVE TO DISBAND ITS TEAM OF EXPERTS THAT WAS ASSEMBLED FOR THE SOVIET NEGOTIATIONS. SLIMAK FEELS THAT SPERRY-- WITH USG SUPPORT -- HAS NOW REMOVED ALL POSSIBLE SOVIET EXCUSES (LACK OF ASSURANCES ON ACCESS TO SOFTWARE, LACK OF COCOM APPROVAL/UNCERTAINTY ABOUT LICENSE CONDITIONS, AND ABSENCE OF APPROVAL FOR AEROFLOT COMPUTER) AND THAT IT IS NOW UP TO SOVIETS TO FACE UP TO DECISION -- ONE WHICH SLIMAK THINKS WILL GO AGAINST STANSAAB.
STOESSEL

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Message Attributes

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Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
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Margaret P. Grafeld
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06 JUL 2006

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